THE SALT LAKE HERALD

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AMERICAN TRADE WITH CHINA.

Clothing Made of American Cotton.

ANTON-Although the business men of the United States are just beginning to realize the great pessibilities of trade in the Orient, the volume of our business here is already reaching vast proportions. During the twelve months prior to the beginning of the boycott against American goods our sales in China in one line alonecotton piece goods-averaged more than \$2,000,000 per month. During the same time the sales of kerosene averaged about three quarters of a million every month, while flour receipts held pretty close to half a million dollars

every thirty days. But these three items, averaging close to \$40,000,000 annually, do not constitute the whole of American commercial interests in China. The list of American articles on sale here includes hardware, drugs, medicines and thousands of manufactured articles of warming and the constitution of the constitution o ands of manufactured articles of every variety. Our business here was increasing with gratifying rapidity, in fact the last report shows that it had more than doubled over the previous period. However, this boycott will take the wind out of our sails for some time to come. Even if it is called off at once it will require lively, earnest work to recover the ground we have lost.

The Great Cotton Trade.

The committee that called upon President Roosevelt last June to protest against the objectionable administration of the Chinese exclusion laws, pointed out to him that the cetton textile industry of the United States represents \$500,000,000 of invested capi-tal and employs 350,000 wage earners. The security of this capital and the prosperity of this large branch of American labor depend largely upon the retention of the great market that has been developed in China. The Americans practically control the piece The goods trade of the northern part of the country, and are gradually making their way into the southern part of the empire. Few people appreciate what a tremendous market this is. The Chinese people constitute one-fifth of the population of the world and occupy one-tenth of the territory of the globe. Although they are miserably poor they Although they are miserably poor they me that he intended to establish a are alike in their habits, and their great branch of his factory in Manila and numbers give volume to their numbers give volume to their purchases even though individual consumption is cheap article to sell in the cheap mar-

the scant clothing of the lower classes, for both men and women, comes off the same bolt. In China the prevailing color is blue. This is called the land of the blue gown, the coolies being distinguished by dark blue, and the upper classes by a lighter shade. The cotton manufacturers have deminstrated the wisdom of supplying the foreign trade with an article that suits the taste of the people and is within their power to purchase. Most of the manufactured articles that come from America are too high-priced for this market. The same thing that suits an American does not appeal to a Chithe scant clothing of the lower classes

in China because of their price. The Germans are getting up lines intended for this trade only, and when the Amer-ican enters the field seriously he will

where it is good policy for the Yankee manufacturer to stand pat on the superiority of his product, but China is not one of them. The people here are so poor that they can never became tensive consumers of most articles ade by our high class labor. An erican manufacturer who was in the Philippines while I was there told essity. It is not made into bread, but rice mixed with sweetened water, then dia and Australia. They will use some

ket of the Orient. That is the right idea. There is no use trying to per-American piece goods are shipped to idea. There is no use trying to per-China plain and then dyed to meet the requirements of the trade. The cloth for or finish.

A Compradore.

Standard Oil in China.

America are too high-priced for this market. The same thing that suits an American does not appeal to a Chinese, because the latter is not used to such good things and cannot afford to pay for them.

Want Quantity, Not Quality.

The other day an American hardware drummer showed me some specimens of German goods in his line. They were very roughly and cheaply made and would find no sale at all in America on account of their common quality and appearance. But they outself the high-grade American product in China the average amount purchased at one time is a gill (a thirty-secondth part of a gallon.) The crudest kinds of lamps are used, generally being an ordinary tin can with a piece of rope for a wick. The greatest economy is exercised in using even this makeshift of a lamp, the peop for the common quality and appearance. ing it only when necessary and extinguishing it the moment they can get along without it. The average American who earns good wages and enjoys days,

Chinese Do Not Eat Bread.

It has been about thirty-five years treets. During the boycott a subsince American flour was introduced stitute of rice cakes was introduced to into China, and its sale here has grown take the place of those made of American will be in charge of American introduced stitute of rice cakes was introduced to throughout with American machinery very slowly because its use is in the ican flour. These substitutes were millers. The company expects to get stature of a luxury rather than a necsorry affairs, being nothing more than nature of a luxury rather than a nec-

appears almost altogether in the form | browned on both sides, but the re- | American wheat if they can get the of small cakes which are purchased by the people during festivals or holito utilize the bran and shorts from its days. The usual form is a small bun coated with sugar. The business is of modern flour mills have been built not controlled by large bakeries like those we have in America, but is in the largest one in Asia is now bebetween the common China hog and the Australian Berkshire. The pork well to Shanghai, said: from this ranch will all be sold in

"A Pound Not a Pound."

China on account of the national dis China on account of the national disregard for accuracy. There are different standards of quantity in all of the eighteen provinces. Everywhere he finds two kinds of cash, two kinds of weights, and two kinds of measures. When he makes a purchase he pays for sixteen ounces and gets but twelve, and he finds that what is considered an acre in one community is only half an acre in another. If he is traveling, no two people will agree on the distance to a given place. He will find in traversing the highway between two towns that it is reckoned eighteen miles one way, but twenty-one miles the other. It will take considerable inquiry to establish the reason for this deception, which is because it is uphill one way, and the natives universally claim the distance to be greater so they can charge more for transporting passengers or goods over it. regard for accuracy. There are dif-ferent standards of quantity in all of

Strings of Chinese Cash.

for transporting passengers or goods The only way in which the foreigner dred years since foreigners began to have commercial relations with the Chinese, and we have much conflicting testimony as to the honesty and integrity of the celestial. Although John mill this company will establish a pig has a thousand and one ways of squeezing you, it is said that he twenty to thirty thousand hogs. The dom defaults outright. A retiring manager of the Hongkong and Shang pork | well to Shanghai, said:

Are the Chinese Honest?

"I have referred to the high com-

fact I know of no people in the world I would sooner trust than the Chinese merchants and bankers. I have good reason for making such a strong statement, because during the twenty-five years that I have been in charge of the bank it has been doing a large business with the Chinese, amounting to millions of dollars, and we have to millions of dollars, and we have never met with a defaulting China-man." This was indeed a strong statement, and yet shortly after it was made this bank lost a million dollars on acthis bank lost a million dollars on account of its compradore guaranteeing some worthless securities. The foreigner doing business in China needs to protect himself as fully as he can, because it is certain that insincerity is one of the most pronounced national traits of these people, and most of them are likely to be dishonest if not held strictly responsible.

Chinese money is utterly baffling to

Chinese money is utterly baffling to the foreigner, because the money changers juggle its value so constantly that there is absolutely no stability. The coins of smaller denomination, called cash, are made of copper and it takes about sixteen pounds of these metal chips to make an American dollar. The money has holes in the center and is carried around in strings of five hundred or a thousand. Although a thousand is the unit, the money changers of each province, and of each community, make their own rates, so that if you pay for a thousand cash in one place you may get only 300, or in some other locality, only 700.

The Counterfeiter's Paradise.

The worst feature of the monetary system in vogue in China is the large amount of counterfeit money in circulation. It is no unusual thing to see buyers in the market with two strings of cash, one good money and the other counterfeit. The dealers are willing to take counterfeit money for articles of little value in the hope that articles of little value in the hope that they may be able to defraud some unsuspecting cashier later on. If you enter a cash shop after dark you at once arouse suspicion of the inmates. They imagine you have bad money or you would have brought it to them when the light was good. A business transaction between two Chinamen consumes much time. First they haggle about the price, and after settling gle about the price, and after settling that then comes the tussle in regard to the rate of exchange.

Bank Failures in Canton.

At the present time China is in the may with certainty make his collections is to employ a compradore, who guarantees his accounts to be collected in full, also that they will be paid in good money. The compradore understands the customs of the people and rarely falls to make the accounts tally stands the customs of the people and opped to better their condition by scravely falls to make the accounts tally. His charge is generally a fraction of one per cent of the amount of business transacted. It has been several hundred years since foreigners began to the several bank failures. in Canton this year, and financial mat-ters are in a wretched condition gener-

One phase of the boycott which has been generally referred to is the hardship that is resulting to Chinese dealers in American goods. Although it was intended to postpone the boycott until all American stocks could be disposed of, many firms did not suc-ceed in doing so. Others have had to accept large consignments of American freight which was ordered before the trouble began. While the Chinese have It is almost impossible for the foreigner to transact his owr business in

NICKNAMES OF PRESIDENTS

They All Had Sobriquets Which Indicated the Respect and Affection

in Which They Were Held.

(St. Louis Globe-Democrat.) Every president has had his nicknames, their number and nature depending on his popularity, or the contrary. Sometimes they were given by his friends, sometimes by his opponents sometimes by the people at large with-out regard to political affliations. Washington in his own time was called Washington in his own time was called the Father of His Country by those who admired him, and the Stepfather of His Country by those who did not. In France he was styled the American Fabius, because of his caution in military movements. The term Cincinnatus of the West, first used by Lord Byron in the West, first used by Lota Dylon in his ode to Napoleon, obtained wide currency in America. The British soldiers called him Lovely Georgius. The name Deliverer of America, almost as popular as Cincinna.us of the West, was first used by Afferi, the Italian poet, in an account of the Mest, which he dediintroduction to a play which he dedi-cated to Washington. The Savior of His Country was an expression of frequent use in the press of the day, and the name Atlas of America is said to

speaker in congress.

So far as known John Adams had but one nickname, the Colossus of Inde-pendence. Thomas Jefferson had two: among the rabble he was called Long Tom, an allusion to his height. Late in life he was known as the Sage of Mon-ticello, his wisdom, gracity and the name of his plantation being combined in this clever sobriquet. Madison was signated as the Father of the Constitution, as he was the mover in the Vir-ginia legislature of the action which subsequently resulted in the adoption of our national magna charta. Monroe rather enjoyed the nickname given him by the people, the Last Cocked Hat, an allusion to the fact that after it had been discarded by nearly every one else he still wore the headgear of the revo-lution. John Quincy Adams was not known as the Old BMan Eloquent until after his speeches in congress had es-tablished his claim to the title, which was borrowed by a classical student from an allusion in Milton. Andrew Jackson's most common nick-

me was Old Hickory, bestowed on him by the soldiers he commanded.
"Tough as hickory" he was, so the men said; the name was at once popular in the army and thence its use spread among the people. The Indians of the southeast called him Big Knife and the name Hero of New Orleans came as a natural sequel to his victory. Martin Van Buren was nicknamed Little Magician, an allusion to the size of his per-son and to the adroitness of his political He was also called the Wizgiven him in the south, and King Mar- Chet. Cleveland was styled the Man

tin I was the work of a virulent polit-

William H. Harrison, like Jackson was a man of the people and had a wealth of nicknames. Tippecanoe was given in memory of his famous victory. It was soon shortened to Old Tip and Log Cabin Harrison were names be-stowed at first in enmity, then adopted pipe and drink hard cider all the rest of his life. His friends caught the idea, niniature log cabins were built, placed n wagons and hauled from one meetng place to another during the canass, while hard cider, often liberally trengthened by whisky, became the ampaign drink.

Tyler was at first called Young Hickory, afterwars Accidental President, being the first vice president to succeed presidential office by the death of the president.

Polk's only nickname was Young to catch him.

Hickory, he having been born, as Jackson was, in North Carolina, and living in Tennessee, as did Jackson.

Taylor was Old Rough and Ready, Old Zack and Old Buena Vista, all these names being bestowed on him by the soldiers under his command in the Mexican war. Fillimore was called the Louis Philippe of America, from a very though the soldiers and the soldiers and the soldiers are soldiers. There was a queer case o' that kind that come along of a river game o' poker on that same River Queen when I were a youngster. "We was comin' down the river just at the height o' the February flood, an' the old man was makin' all sorts o' stops, an' doin' all manner o' things f're the soldiers are soldiers. bestowed upon him by a Mexican war. Fillimore was called the Louis Philippe of America, from a very striking resemblance he bore in face and figure to the most courtly French king of the last century. Pierce was called Purse, a mispronounciation of his name, and Buchanan was familiarly designed. So the property of the last century of the last century of the last century. Pierce was called Purse, a mispronounciation of his name, and Buchanan was familiarly take folks an freight up an down the river. Leastways that's what some on designated as Old P. F., Or Public river. Leastways that's what some on Functionary, a name adapted from an allusion to himself in a message to congress. He was also the Bachelor Pressubert, and during the canvass was Old the way. Abe, the Old Railsplitter and Father Abraham. During the bitter canvass which preceded his election many opprobrious epithets were given the people. Sir Veto was a congressional nickname bestowed on Johnson by representatives in the house on account of the unusual number of bills he refused to sign. It never obtained currency among the people. In Tennes-

ee Johnson was called Old Andy. A number of Grant's nicknames arose A number of Grant's nicknames arose from his initials. Unconditioned Surrender probably attained the widest popularity. The press of his day manufactured not a few U. S. sobriquets, like Unprecedented Strategist, Undaunted Stalwart, and so on. The soldiers called him Old Three Stars, and he was also styled Hero of Appomattox. Garfield did not, of course, become the Martyr President until become the Martyr President until after his tragic death. He was also methods. He was also called the wiz-ard of Hinderhok, an allusion to his country home. The name Follower in the Footsteps was borrowed from his own writings. Whisky Van was a name

GAVE "KITTY" TO A WIDOW.

Example of Gallantry of Gamblers on Mississippi Packet.

"There ain't no all-fired heap o' good the idea was expressed in a most dignified style in the name of Washington of the West. Hard Cider Harrison and thicket on the river boats," said Caleb ! time Mix, the veteran bartender on the Misby his supporters in the canvass preceding his election. An opposition paper said, in a sneer at his aleged in"But there's one thing 't I c'n say f'i capacity, that if he were given a thou-sand-dollar pension he would be con-tent to sit in a cabin, smoke a corncob ever seen. They knowed how to pa ever seen. They knowed how to pay "I ain't sayinn' 't they was all tha

a-way. Nor I ain't sayin' 't them 't had women o' their own, even when they was married to 'em treated

"But what I meant was 't they'd act in front of a lady like they was reely as sometimes one on 'em would, h were just as liable to be caught up an' maybe shot by another gambler as he was by any gentleman that 'd happen floor.

"There was a queer case o' that kind

Poker in Favor.

"There was consid'able poker on that trip, too. There wa'n't no extra heavy game on, but there'd been tol-able him, and many more were bestowed during the period of hard feeling in the clvil war, but all are now forgotten by the people. Sir Veto was a covered p'fessionals aboard an' maybe 100 passengers, not countin' fifteen or twenty ladies as was comin' down the river with their husbands.

> was floatin' down on the roof of his ever since he took to the boats. gettin' the money away f'm three Mem-phis men, says, kind o' sudden: 'I mo-tion we make a kitty f'r the poor devil —nor about nothin' else. gettin' the money away f'm three Mem-

'Well ,there wa'n't no objection to

"Well, Red, he went 'round lookin' fr' the widder, an' the servants told him she were on the upper 'deck, 'Pears styled McKinley Bill, while Roosevelt is in certain circles known as Teddy. In general, the sobriquets of our presidents have been good-humored, and indicate respect and affection, rather than the contrary.

"Well, Red, he went 'round lookin' fr' the widder, an' the servants told him she were on the upper 'deck, 'Pears the widder she just looked up like she didn't know nothin' had haplatike she didn't sleep none, an' had been been dan't he servants an' had her took to her state on the walkin' round most o' the night. He found her settin' just behind the pilot house, sort o' out o' the way like.

"She listened like she didn't hear nothin' to be did, on'y to see' t Red indicate respect and affection, rather than the contrary.

"Well, Red, he went 'round lookin' fr' the widder she just looked up like she didn't know nothin' had happen of the workmen in fixing the diamond into the holder, as will be understook to her stood when it is stated that many stones of one-eighth of an inch and less in diameter, weighing between one and hold her about the kitty 't was did at the next landin'."—Philatical practice, however, facily in the widder she just looked up like she didn't know nothin' had happart of the workmen in fixing the diamond into the holder, as will be understoned the workmen in fixing the diamond into the holder, as will be understoned the workmen in fixing the diamond into the holder, as will be understoned the workmen in fixing the diamond into the holder, as will be understoned the workmen in fixing the diamond into the workmen in fixing the diamond into the holder, as will be understoned the workmen in fixing the diamond into the workmen in fixing the diamond into the workmen in fixing the diamond into the w

that, an' when they quit playin' that night Hardy handed the old man \$34, tellin' him where it come from, a sayin' 't them that give the money ruther the poor devil 't was to get it wouldn't know where it came from. "I recollect we went twenty-five miles straight west f'm Memphis, through the

never knowed whether the old man had heerd of any p'ticular case up the St. Francis, but he 'peared to have a tol'able clear notion o' what he were doin' f'r 'long about four hours a'ter w turned, we come to a big storehouse stood night about where the bank of the river had been, an' on the roof that storehouse were a woman,

A Widow's Story.

'Pears there was some fifteen on 'en got to the storehouse, when all the other buildin's was swep' away, an' she was the on'y woman. She an' her husband had gone up to a sort o' loft there was to sleep, when it come night, an the others camped out on the main

"Then 'long in the middle o' the night some time, there come a sort o' wave, swashin' through the house sudden, an' drownded all them 't was on the main floor. An' the husband undertook to help some o' them, and he gor drown

his own self. Well, that young widder, she were as pretty as a picter, but she 'peared to be kind o' stunned like. The women on our boat cried enough to make up an' they took her off to their state-rooms an' fixed her up with clo'es an' things, an' there was four separate things, an' there was kitties started for her inside o' the

next two hours.
"They played all night that night widder at the four tables. Them the quit afore the old man turned handed him their money, but when others broke up, nigh 8 o'clock in mornin', Red Masters was chose a co old man turned mittee o one to hand over the money they had to the widder herself, if she was anywheres 'round. If she wast't, he was to give it to the clerk for to or hand over to the old man when

"Red Masters was a cross-road gam-"The first time the cap'n stopped his beat long enough to pick up a man as up an' down the river f'r a bad man his l

Masters on His Mission.

Well, Red, he went 'round lookin

DIAMOND CUTTING. Rich Industry of Antwerp and Amsterdam-Art Kept Secret.

One of the richest and most exclusive trades, that of diamond cutting, is now confined, so far as Europe is concerned -which means nearly all the world-to the two towns of Amsterdam and Antwerp, and, according to the foreign office, the diamond trade of Antwerp equals, if it does not surpass, that of

Diamond cutting is divided into three separate and distinct processes, which may be classed under the following heads: First, cleaving; secondly, the giving of a rough formation to the diamond 'called 'brutage"), and, thirdly, cutting and polishing. The process of cleaving is the act of dividing the layers or scales which form the crystal. This operation can only be performed in one manner, which it is impossible to vary on account of the flaky formation of the diamond. The stones have to be divided in accordance with the rynning grain of the carbon of which they are composed. "Brutage" is per-formed by mechanically rubbing one stone against another until the desired formation is achieved. "Polishing" is the final forming of the stone, with its many cut surfaces, so as to give it sparkle and scintillating beauty.

A diamond is cleft as follows: rough stone is placed in a small recep-

money in her lap, an' she looked up and said: 'Thank ye,' just like she didn't know what she was sayin'.
"Well, Red Masters, he just stood

there an' kep' on talkin'.
"Then Red Masters took her hand, but he did it in a way 't mought ha' been entirely decent, an' there wa'nt nothin' did. The widder sot quiet, like she wa'nt payin' no 'tention Then Red Masters, he just slid one arm 'round her waist, an' just that minute he pitched for ard on his face

round the corner o' the pilot house, puttin' his gun back in his pocket, 'I beg vo' pardon, madam,' he says, very polite, 'but it didn't look to me like there was no time to be putterin'. I

reckon you won't be bothered with that cattle no mo'.'
"But the widder she just looked up

tacle, with the side of the diamond which it is desired to cut facing down-ward. Over this receptacle is fixed a shaped mold, which is securely attached Into the top of this mold is ther poured liquid aluminum, which runs into the shape of the mold, and, after being cooled, securely holds the diamond in the required position. The mold is then removed and the stone remains fixed in the aluminum, ready to be applied to the cutting tool.

The machine used (the invention of a Belgian working in the United States) for the cleaving is a small circular saw of about four to five inches diameter which rotates at a high rate of speed and is driven in the ordinary way by a leather belt from the running machin The saw itself is made of fairly soft copper, with a prepared edge. is of vital importance when the operation of cleaving is taking place tha the saw should run perfectly smoothly

In order to prepare the cutting edge

of the circular saw it is necessary for it to go through a special process by is forced into its edge. It will therefore be seen that in the actual cutting the principle is that of "diamond cut The operation of cleaving diamond frequently takes as much as two weeks' continual work to perform. The diamonds are frequently cut into several layers hardly thicker than a stout sheet of paper. For the rough formation of "brutage," before the final cutting, a machine was invented some 20 years ago, which is now used in all diamond factories, since it not only greatly economizes hand labor, but also saves the diamond dust required for polishing. Two diamonds of similar size and hardness are taken, and each is fitted into a metal cap with melted t

One cap is fixed on a rotary machine apparently a lathe) and the other attached to a handle to be used as the The stone which rotates in the machine receives a regular rounded surface, and when it is in its required shape the other stone is fitted into the machine and the process continues. mond dust, which is produced by the rubbing of the stones together, falls into a copper box called an egrisoir, or diamond dust box, and is care preserved for the third operation. carefully n the floor, with a hole plumb through

is head.

"Just then Frank Hardy stepped the stone, which has been roughly shaped by the second operation, is placed in a position at the required polished. angle in a copper holder, into which prepared with a mixture of diamond it is firmly fixed by means of a forked dust and purified olive oil, which is clamp, which is pressed against the rubbed into the steel. stone and locked into position with a All diamonds are constant.

REMARKABLE WOMAN.

Was Operated on Twice a Day for Twenty Years.

(Vienna Cor. London Express.) Frau Magdalen Gelly, who for twenty years has been known among the medical faculty as the "Vivisection Rabbit," died here on Sunday at the age

Frau Gelly exercised the curious calling of a subject for anatomical experiments, and her services were in great demand by the most eminent surgeons. She owed her remarkable reputation as a subject for experiments to an ab normal formation and development of her respiratory organs.

Over these she had a marvelous com-

mand, controlling them at will and allowing them to be freely operated upon without the use of anaesthetics. which diamond dust mingled with oil assembled surgeons and students the sensations she experienced in her throat, nose, palate tonsils and other organs under the action of the surgeon's knife.

Frau Gelly reported herself daily at the Clinical Laboratory and at the private houses of the most celebrated doctors of Vienna, usually carrying a black reticule containing all sorts of bjects, such as needles, marbles, pins ncils, etc., intended to be swallowed or experiments.

As the "Vivisection Rabbit" was paid 3s 6d for each sitting, and avareged two daily for twenty years, she has left a small fortune, and, having died inestate, the money will probably be ap propriated by the medical faculty of the university.

Meanwhile great preparations are being made by the whole body of doc-tors and students to give this remarkable woman an imposing funeral.

itates this operation, and a skilled workman can immediately place the stone in the holder at the required angle ready for the cutting of another facet. When the stone is ready in the holder it is placed against a revolving disc of soft steel rotating in a horizontal position at a speed of some 3,000 revolutions to the minute, and is left there until the required facet is cut and

All diamonds are cut in a series of part of the workmen in fixing the dia- On looking through the flat surface or stones of one-eighth of an inch and less to be directly in the center of the table. in diameter, weighing between one and On the regular cutting of these facets secret and difficulty of the diamond